

Message Text

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ORIGIN NEA-12

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DRAFTED BY NEA/ARP:FMDICKMAN:BG

APPROVED BY P:JJSISCO

DOD/DA - COL. MCCONNEL

DOD/ISA:FTHIEBERGER

PM/SAS:DFARNHAM

NEA - MR. DAVIES

DOD/ISA:CMDR. SICK

DOD - MR. CLEMENTS

EB/AV:CDUDLEY (INFO)

S/S - MR. LUERS

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R 222013Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY KUWAIT

INFO USCINCEUR

OSD/ISA DSAA

DA

C O N F I D E N T I A L STATE 057976

E.O.: 11652: GDS

TAGS: MASS MU IT

SUBJ: MILITARY HELICOPTER SALES TO OMAN

REF: KUWAIT 415

KUWAIT PASS MUSCAT

1. IN RESPONSE TO REFTTEL, WE HAVE MADE AN EXTENSIVE REVIEW OF AVAILABILITIES OF HELICOPTERS FOR OMAN WITH A VIEW OF FINDING A SOLUTION TO PROBLEM OF ACCELERATING DELIVERIES. AS OUTLINED IN PARA 2 BELOW, WE NOW SEE TWO REASONABLE ALTERNATIVES WHICH EMBASSY SHOULD DISCUSS WITH OMANI GOVERNMENT (PARTICULARLY BRIG. SEMPLE, WHO SIGNED BELL 205 A-1 CONTRACT). IT IS OUR UNDERSTANDING THAT THE
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CURRENT CONTRACT WITH AGUSTA BELL PROVIDES FOR DELIVERY

OF ONE HELICOPTER EACH MONTH DURING MAY, JUNE, AND JULY OF 1974 AND OTHER FOUR IN AUGUST AND SEPTEMBER. WITH RESPECT TO THE ADDITIONAL COMMERCIAL ORDER FROM US BELL FORT WORTH, WE HAVE BEEN ADVISED BY BELL REPS THAT DELIVERY OF THE THREE 205 A-1 COMMERCIAL HELICOPTERS SCHEDULED TO BEGIN IN OCTOBER 1974 CANNOT BE SPEEDED UP UNLESS CURRENTLY FUNDED ORDERS FOR HELICOPTERS NOW ON THE PRODUCTION LINE FOR OTHER CUSTOMERS ARE CANCELLED. THIS DOES NOT APPEAR LIKELY.

2. THE TWO ALTERNATIVES ARE AS FOLLOWS:

A. PURCHASE OF ADDITIONAL HELICOPTERS BY DIVERSION FROM

US ARMY ASSETS:

(1) TO ASSIST OMANIS IN MEETING THEIR ADDITIONAL HELICOPTER REQUIREMENTS, WE ARE PREPARED TO DIVERT IMMEDIATELY UP TO THREE STANDARD UH-1H HELICOPTERS NOW BEING MANUFACTURED BY BELL UNDER CONTRACT FOR US ARMY AND SELL THESE HELICOPTERS TO OMAN UNDER THE FMS PROGRAM. THESE HELICOPTERS ARE STILL IN PRODUCTION BUT ARE IN FINAL STAGE OF COMPLETION. THE MAJOR ADVANTAGE OF THIS ALTERNATIVE IS OF COURSE THAT DELIVERY COULD BE EFFECTED QUICKLY, I.E., IN APPROXIMATELY TWO MONTHS FROM DATE OF OMANI ACCEPTANCE OF SALES CASE WITH SURFACE TRANSPORTATION, AND IN ABOUT TWO TO FOUR WEEKS WITH C-141 AIR DELIVERY. THESE DELIVERY TIMES ARE ESTIMATES SINCE SPECIFIC SHIP/AIRCRAFT AVAILABILITY HAS NOT BEEN DETERMINED. TRANSPORTATION COSTS ARE ESTIMATED AT \$25,000 FOR SURFACE TRANSPORTATION OR \$120,000 FOR AIR TRANSPORT (SPECIAL AIR MISSION). UNDER STANDARD FMS PROCEDURES, TRANSPORTATION COSTS WILL HAVE TO BE BORNE BY OMANIS.

(2) IF OMANIS CHOOSE THIS ALTERNATIVE, THEY SHOULD BE AWARE THAT UH-1H HELICOPTERS ARE NOT TO OMANI SPECIFICATIONS. NEVERTHELESS, UH-1H IS STANDARD US ARMY HELICOPTER WHICH HAS PROVIDED EXCELLENT SERVICE. DIFFERENCES ARE:

(A) UH-1H HELICOPTERS DO NOT HAVE THE 5-MINUTE CONTINGENCY POWER LIMIT OF 1250 SHAFT HORSEPOWER OF THE 205 A-1 BUT
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RATHER A 1100 SHAFT HORSEPOWER. WE UNDERSTAND OMANIS WANT EXTRA HORSEPOWER BECAUSE OF HIGH TEMPERATURE CONDITIONS.

(B) THE 205 A-1 OFFERS A 1000 LB ADDITIONAL SLING LOAD CAPACITY OVER THE UH-1H. SINCE OMANIS USE HELICOPTERS PRIMARILY AS TRANSPORT VEHICLES, THE HIGHER LOAD CAPACITY IS PREFERABLE.

(C) WE UNDERSTAND THAT THE CURRENT COMMERCIAL SALES CONTRACT INCLUDES TRAINING PACKAGE AND PROVISION FOR SPEEDY PARTS DELIVERY FROM AMSTERDAM. THIS WOULD NOT BE INCLUDED IN COMPARABLE MILITARY PACKAGE. HOWEVER, UNDER FMS SALE, ALL REQUIRED SUPPORT ITEMS AND A LEVEL OF TWO YEARS' SPARE PARTS WOULD BE SOLD CONCURRENTLY WITH THE BASIC HELICOPTERS; ALL OTHER SPARES AND SUPPORTING ITEMS WOULD BE AVAILABLE TO OMAN UNDER SUBSEQUENT FMS CONTRACT. NECESSARY TRAINING PACKAGE COULD ALSO BE PROVIDED UNDER FMS PROCEDURES.

(D) THE TAIL ROTOR ON THE 205 A-1 IS AN IMPROVEMENT OVER UH-1H PROVIDING BETTER DIRECTIONAL CONTROL AND IS MORE

EASILY MAINTAINED.

(E) THE 205 A-1 HAS A BACK-UP HYDRAULIC SYSTEM WHICH IS IMPORTANT IN THE EVENT THE PRIMARY SYSTEM BECOMES INOPERATIVE.

B. POSSIBLE OMANI PURCHASE OF MODIFIED UH-1H HELICOPTERS.

TO AVOID PROBLEMS OUTLINED UNDER ALTERNATIVE A ABOVE, OMANIS MAY WISH TO CONSIDER PURCHASE OF UH-1H HELICOPTERS MODIFIED TO MEET OMANI SPECIFICATIONS. SINCE THESE HELICOPTERS WOULD BE PURCHASED AND MODIFIED UNDER DIRECT COMMERCIAL CONTRACT, OMANIS WOULD HAVE TO TAKE UP DETAILS OF THIS MATTER DIRECTLY WITH COMMERCIAL REPRESENTATIVES. INFORMALLY, BELL REPRESENTATIVE HAS ADVISED THAT BASIC MODIFICATIONS APPEAR TO BE FEASIBLE. HOWEVER, EVEN UNDER THE ASSUMPTION OF FIRM CONTRACT WITHIN 30 DAYS TO COVER THESE MODIFICATIONS, THIS WOULD RESULT IN DELIVERY DATES
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ONLY SLIGHTLY EARLIER THAN DELIVERY STIPULATED FOR THE BELL 205 A-1 (I.E., BEGINNING IN OCTOBER 1974) WHICH OMANIS ARE PURCHASING FROM U.S. SOURCES. OF COURSE, THIS ALTERNATIVE WOULD BE SUBJECT TO INCREASED PRICE TO ACCOMMODATE THESE MODIFICATIONS.

3. WOULD APPRECIATE RECEIVING GOVERNMENT OF OMAN REACTION SOONEST.

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